

The background of the slide is a composite image. On the left, there is a 3D molecular model with several blue spheres connected by thin rods, set against a light blue, wavy background. On the right, there is a perspective view of a server rack with multiple server units, each with a grid-like front panel. The overall color scheme is light blue and white.

» ...the reliable partner... «

02

» A regional distributor working closely together with customers and suppliers continuously improving the chemical value-chain with products and services «



Your partner in Central Europe

DONAUCHEM is at home in six Central European countries, serving customers in the region on behalf of its suppliers.

Our suppliers enjoy an efficient and secure channel to the market by providing technical support, sampling services, and complaint handling. Joint visits and seminars are regularly organised to ensure that our partners in the value-chain can benefit from direct and unbiased market feedback.

Whether you are a producer seeking direct access to the markets in the eastern part of the EU, or are looking for a reliable, responsive and responsible supplier for your chemical needs, DONAUCHEM is your local partner of choice.

From the Baltic to the Black Sea, our network has storage facilities and offices in Poland, the Czech Republic, Austria, Slovakia, Hungary, Slovenia, Italy and Romania. Our people share the same values, beliefs and enthusiasm for chemistry throughout the area, guaranteeing you an efficient value-chain.



History, facts and numbers of our organisation

DONAUCHEM today employs over 300 people in 7 countries, serves about 8,500 customers on a regular basis that are valued in excess of EUR 300 million in annual sales.

Over 100 engineers are dedicated to marketing your products and concepts. Our infrastructure includes rail, road, and river terminals; climate controlled ADR warehouses, production and handling equipment. Although we deliver more than 140,000 MT's of liquid and dry products annually, we also have the ability to deliver that 1 Kg of essential catalyst to our customers.

1972
Donau Chemie acquires Chemo Droga (now Donauchem)

1993
Foundation of Donauchem Slovakia

1997
Management buyout of Donau Chemie by Alain de Krassny

1994
Foundation of Donauchem Hungary

2002
Foundation of Donauchem Poland

2005
Aquisition of Urseta CZ, now Donauchem CZ - Urseta Slovakia merged with Donauchem Slovakia

2007
Aquisition of ValueChem Romania, now Donauchem Romania

2010
Donauchem Poland opens a new production and distribution site in Poznań



We take responsibility and care

Responsible care and high HSQ&E standards are an integral part of us. Beside that, most of our installations are ISO 9001 and 14001 certified and some are audited for compliance with SQES/ESAD II criteria. Furthermore, our group is the TUIS head office for Austria.



TUIS is part of the chemical industry's worldwide initiative for Responsible Care, another proof of our commitment to safety, health, and environmental protection. Some 130 chemical companies participate in TUIS, the Transport-Accident-Information- and Emergency-Response System. As a TUIS member, we make our experts and company fire brigades available to support police, municipal fire-fighters, and other public authorities in accidents involving chemical products.

As a REACH lead registrant, we are knowledgeable and experienced in this legislative field. We actively share this knowledge with our principals and support our customers to be REACH compliant.

The reliable partner in chemical distribution

DONAUCHEM offers innovative products to the manufacturing industry: functional ingredients, quality raw materials and blends, in a wide range of packaging.



DONAUCHEM keeps a comprehensive range of liquid and solid chemicals in stock, available for prompt dispatch in various forms of packaging. Deliveries range from bulk in railway or road bulk to deliveries in IBCs, drums, cans, bags, and up to 1-litre bottles. The products come from leading producers with audited quality management systems. Our terminals and sales offices in Poland, the Czech Republic, Slovakia, Austria, Hungary and Romania ensure an effective hold on the market.



Optimising marketing & sales channels, while lowering costs by reducing complexity

Consolidation is reshaping our landscape. DONAUCHEM actively supports its principals in this process by providing a transparent and responsive channel to the market.



DONAUCHEM has a proven track record of successfully introducing new products and gaining market share for new suppliers in our markets. Because of our wide range of expertise, we are able to bundle demand from different segments and a fragmented customer base into a more predictable and reliable order flow. This reduces the complexity for our principals significantly.

Our principals can entrust the servicing of their fragmented customer base to us, as we have the economies of scale to service this at a better cost level. More intensive, more localised, more successful.

Real, hands-on chemical distribution, not virtual distribution

DONAUCHEM builds and owns well-equipped, state-of-the-art terminals. Contrary to some, we do not outsource this core competence, instead we invest confidently in it.



We invest in our distribution terminals, ensuring that they are well equipped to safely unload, repackage, blend, dilute, and store different types of chemical substances under constantly monitored conditions. Most of these facilities have been built in recent years (Poland, the Czech Republic, Austria) and new ones are already under construction or planned for in Hungary, Romania, and Poland.

Our commitment to Responsible Care is illustrated by our compliance to SQES/ESAD-II criteria by having most of our warehouses and sales offices certified in accordance with ISO 9001 and 14001 norms. By internalising these processes and not outsourcing them, we differentiate ourselves from virtual distributors. DONAUCHEM, a hands-on chemical distributor.

Optimal combination of commodities & specialties

DONAUCHEM combines great logistics, excellent services, and state-of-the-art technological expertise.



This combination ensures that a balanced portfolio of commodities like solvents and acids as well as specialties like thickeners, rheology modifiers, dispersants, and enzymes are available to our customers. One partner for all chemicals, thereby reducing complexity and cost. This ability is appreciated by our suppliers who entrust their full portfolio to DONAUCHEM. One partner for the entire market, again reducing complexity and cost.

With our experienced local teams DONAUCHEM offers services like:

- » Storage and warehousing of liquids and solids
- » Mixing, blending, and formulation services
- » Sampling and complaint handling
- » Prompt and reliable deliveries
- » Recycling & re-activation services
- » Operational, technical, and legal support
- » Training and formulation support
- » Research & development



Key areas of excellence through regional platforms

DONAUCHEM has its knowledge management organized in regional expert groups. The participants structurally accumulate and share market intelligence and application knowledge.

Helping you gain and maintain your competitive edge in each industry segment is the spirit behind our Slogan "the reliable partner". We search the world for producers of innovative new additives and introduce these to our customers in the region.

Our specialists are continuously on the lookout for future trends and share this inquisitiveness with you. They coordinate their efforts through KAE platforms:

- » Construction, paints, coatings & sealants
- » Cosmetics, personal care and detergents
- » Food & beverage
- » Pharma & veterinary
- » Feed & agricultural
- » Graphic arts
- » Municipal and industrial utilities and hygiene
- » Metal treatment & surface technology
- » Automotive & transport care

Regional KAE meetings provide an excellent platform for our principals for training, performance reviews and target setting. The KAE meeting gives you access to all product managers from the region in one session.

Construction, paints, coatings & sealants

For manufacturers of construction products, paints & coatings, adhesives or sealants, we have over 300 different raw materials, ingredients, and additives.

The portfolio ranges from standard solvents and fillers to modern, technologically advanced acrylic copolymers or modified pigments, from classic solvents to new ecological solvents. We search the world for innovative new additives, trends, and concepts in order to introduce these to our customers. Because we are active in the complete value-chain, we have a good overview of what is "going on" in the market and we share these insights with our principals and customers, making us the reliable partner.



Cosmetics, personal care and detergents

More than 450 different products are in the product portfolio for this segment. Apart from raw materials, additives and ingredients we also offer access to our extensive library of recipes for manifold applications.

Emollients, preservatives, fragrances, surfactants, polyacrylic dispersions, emulsifiers, wax emulsions, solubilisers, silicones, oxosilanes, and sequestrants to name a few products in our



portfolio for this segment. Our customers demand reliability and continuous improvement of its products. Therefore, we are trend watching and participating in trade fairs and seminars. From concept to raw material and final product, we are the reliable partner in your industry.

Our facilities provide us with the reliable capability to dilute and prepare master-blends and high precision dilutions on behalf of our customers. All these production steps are verified by quality tests from our competent and trained colleagues.

Food & beverage



The most colourful, tasteful, and nutritious division of DONAUCHEM. When you enter our climate controlled, HACCP managed warehouses, you enter a world of vanilla, menthol, and strawberry.

Aromas in liquid, powder, and capsule form; emulsifiers as liquids, powders, or pastes; you name it, we have it. Colorants, structurisers, enzymes, and sweeteners. Syrups in pallet containers, drums, and buckets. Preserving and stabilising substances, acidity regulators, antioxidants, and thickeners. Carriers and extractive solvents; you need it, we have it.

Introducing refreshing concepts and new functional ingredients combined with a reliable supply of competitive



commodities are the drivers behind our success. We can provide you with the taste, colour, acidity, and texture of your final product. Among our suppliers are leading producers of flavours, enzymes, and emulsifiers as well as a wide range of competitive commodity producers.

Pharma & veterinary

The Division of Pharma & Veterinary makes an assortment of excipients, aromas, preservatives and solvents available for the production of ready products, but it also offers intermediates for synthesis of API's

Our portfolio includes PhEur excipients like titanium white, glycerine, gummum arabicum, lactic acid and calcium lactate, lanolin, paraffin oil and wax, white mineral oil, magnesium stearate, sorbitol, petroleum jelly and gelatins. But also preservatives like parabens (methyl, ethyl, propyl, butyl), solvents and raw materials and intermediates for chemical syntheses.

We support our customers at all individual stages of the production and administrative processes. Starting with registration we provide complete documentation of pharmaceutical substances, which makes it possible to register medicinal products. Our principals have certified quality management systems audited and confirmed by the appropriate certificates (GMP, ISO, FDA).



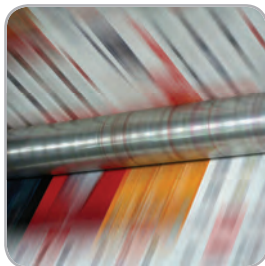
Feed & agricultural

The silage of grain, the fortification and acidification of diets, improving digestion and maintaining the quality of the drinking water is what our products can do for our customers.

Our trace elements, minerals, vitamin pre-mixes, dry and liquid acid blends, preservatives, pro-biotics and nutraceuticals make up the core of our product portfolio to this customer segment. A proper silage of grains does not only save the cost of drying, but also retains the energy and nutritional value of the grain. It avoids mold forming micotoxins and bad odour, which have a negative impact on feed intake and digestion.

Our facility is HACCP and ISO 22000 certified for the Quality Management System for Food and Feed Safety. We deliver from here to you, the substances you need with full traceability. In IBC, drums, bag or can. We have it all ready for you.

Graphic arts



Pre-press, press, and postpress; the full range of printing processes is supported with our chemicals and consumables. Issues with ink-transfer? Our technologists can help you identify the root cause.

From non-woven cleaning textiles and photo-sensitive monomers to more chemical products like fountain solu-

tions and pH adjusters, we have them all in our stock, ready for immediate dispatch to our customers. All printing sectors are serviced from Off-set to Flexo, from Rotogravure to Letter Press.

As the leading Austrian printing chemicals formulator, many of our products approved by Fogra, we feel confident in claiming a leadership position in the industry segment. The continuous development of our products in our own R&D laboratory ensures that our products are in line with the latest technology trends and ecological requirements.

Municipal and industrial utilities and hygiene



Preparing potable water, making it safe and healthy to drink; and cleaning municipal sewage, making it safe and fertile as horticultural substrate. Our products can do it all.

Many years of experience in the treatment of municipal and industrial effluents has made us a leader in this field of active waste management and filtration. We have designed products to de-water sludge by flocculation and to capture the sulphur in biogas installations increasing micro-biological yield and reducing corrosion.

Our activated carbon is produced in our own factories. Spent carbon is reactivated in our Austrian and German

facility. Our production and formulation of coagulants, flocculants, acidity regulators, and biocides in Austria is carried out by using our proprietary hydropower from the nearby river.

Our products help our customers remove the dioxin from their flue gas or reduce the odour emission of the biogas fermentation installation, but also keep the swimming pool water safe and hygienic.

Metal treatment & surface technology



Whether our customers are metal casting, aluminium anodizing, electroplating, or hot-dip zinc plating, we have the chemicals required for these processes and the technicians to help manage bath transformations.

Our R&D department has developed a complete portfolio ranging from water based surface cleaning, to pickling, passivation and phosphating. From de-emulsification of wastewater to anti-static agents, our product development is driven by the quest for environmental friendliness. We take this responsibility seriously.



Automotive & transport care

This division offers fleet-owners "AdBlue" for the catalytic reduction of NOx and ready formulations for windshield washing, anti-freeze formulations and heavy-duty cleaners. But also organic salts for ecological responsible de/anti-icing of bridges, highways, and runways to Municipalities & Airport Authorities.

Selective Catalytic Reduction (SCR) is made possible by AdBlue in converting harmful nitrogen oxides (NOx) in the exhaust gas of diesel engines to water vapour and elementary Nitrogen (N₂), a natural constituent of the air we breathe. This AdBlue is a high-purity, harmless solution guaranteed under DIN 70070.

Specially formulated detergent formulations are available for heavy duty cleaner of carcass and garbage trucks. For municipalities, airports and highway authorities we have a broad range of de-icing products customized to meet specific environmental and corrosion criteria.



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